

In The Matter Of:

DelDot

*Pre-Bid Meeting
September 19, 2017*

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Min-U-Script® with Word Index

STATE OF DELAWARE

DELAWARE DEPARTMENT OF TRANSPORTATION

IN RE: BID PROPOSAL :
 FOR CONTRACT T201451604.01 :
 FEDERAL AID PROJECT NO. :
 TIGER 2014(02) :
 NEWARK REGIONAL TRANSPORTATION: :
 CENTER, STATION BUILDING :

Pre-Bid Meeting taken pursuant
 to notice at the State of Delaware Department
 of Transportation, 800 Bay Road, Bidder's
 Room, Dover, Delaware, beginning at 3:30 p.m.,
 on Tuesday, September 19, 2017, before Gloria
 M. D'Amore, Registered Professional Reporter
 and Notary Public.

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APPEARANCES :

On behalf of the State of Delaware
Department of Transportation:
ROBERT A. KOVACS
BRAD DAMTOFT
MARK TUDOR

- - - - -

1 MR. KOVACS: Good afternoon,
2 everybody. My name is Bob Kovacs. I'm a
3 Contracts Coordinator here with DelDOT.

4 You're all meeting here for a
5 Pre-Bid Meeting. And this is for Contract No.
6 T201451604.01, which is the Newark Regional
7 Transportation Center, Station Building
8 Project in New Castle County.

9 If you guys have any questions
10 after the meeting that you think of, I just
11 ask that you send them to our dot-ask mailbox.
12 And I have that address up here if you don't
13 already have it.

14 Before I turn the meeting over
15 to the Project Manager, there's just a few
16 things I want to go over from a contracting
17 standpoint with everybody.

18 The first thing I wanted to
19 reiterate, we have a few bidders' notes on
20 here that we normally don't on all of our
21 projects. But I just wanted to remind
22 everybody, that we do have breakout sheets for
23 this project. We have three of those.

24 We have a training plan. And



1 our OJT for this particular project is one
2 individual.

3 We have an Appendix A, Technical
4 Specifications.

5 We have a Contaminated Materials
6 Management Plan.

7 And then we also have a Safety
8 and Protection of Railroad Traffic and
9 Property Procedures Plan

10 In addition, we have other
11 insurance requirements regarding the railroad.
12 So I'm sure you guys all know about it. I
13 just wanted to reiterate that. Make sure you
14 look all of those items over just so we're all
15 on the same page.

16 As a reminder, our Affidavit of
17 Employee Drug Testing Program Form, please
18 make sure that's filled out, signed and
19 notarized and submit it with your bid

20 The bid forms, again, just
21 another reminder, I just ask that you do not
22 leave a bid item, any amount on our bid forms
23 blank. Please don't put a zero in any bid
24 amount column. If you put a zero or leave a



1 pay item blank, your bid will be considered
2 irregular and it will be rejected.

3 And again, as always, all
4 figures must be typewritten.

5 We have a few different forms
6 for this one. Let me go over this real quick.

7 Again, just as a reminder, I
8 know you guys are all pretty much familiar
9 with it, but we have a Certification Page.

10 We have an area to put the DBE
11 Goal. And the DBE Goal for this project is
12 nine percent.

13 We also have our Bidders'
14 Acknowledgement Receipt of all addendums.

15 And then we have final questions
16 and answers date, along with our bid bonds.

17 Again, I just ask that you fill
18 out all of those forms properly.

19 If it needs to be notarized,
20 make sure it's notarized. If it needs to be
21 signed, please sign it. All of those must be
22 turned in with this bid as well

23 On this particular project, we
24 have some Federal Transit Administration forms



1 as well. We have a Buy America Form. There
2 are two sections. We only ask that you fill
3 out either the top portion or the bottom
4 portion.

5 As a reminder, all steel and
6 iron must be manufactured in the United
7 States. It's all covered on that particular
8 certification page.

9 There's also a Certification of
10 Eligibility. Certification of Non-Collusion.
11 There's also certification regarding debarment
12 or suspensions and other matters, as well as
13 restrictions on lobbying.

14 Again, please make sure you fill
15 out all of these forms properly. Again, if it
16 needs to be notarize, please notarize it. If
17 it needs to be signed, or it needs a business
18 seal, please make sure they're all filled out
19 properly. And I would ask that you turn those
20 in with your bid as well.

21 Also, today we need to go over,
22 since it's a building project, we have to come
23 up with our subcontractor categories. I'm
24 thinking we'll just do that at the end of the



1 meeting. Everyone is familiar with that, what
2 we have to do? Because it's a building,
3 Delaware code states that we have to come up
4 with any subcontractor categories that you
5 guys feel that you may need on this particular
6 project. Whether it's a bunch, a little, or
7 none, but it should be a consensus with all of
8 you people in the room. We'll get to that at
9 the end.

10 Right now, I would like to turn
11 it over to our project manager, Mr. Damtoft.

12 MR. DAMTOFT: Are there any
13 questions, basically, based on what you've
14 seen so far?

15 MR. MORLEE: In reference to the
16 DBE --

17 COURT REPORTER: Your name, sir.

18 MR. MORLEE: Lueve, L-U-E-V-E,
19 from Apex Petroleum.

20 We're a host of descriptive
21 petroleum products. I'm looking to
22 participate as a DBE to supply fuel to help
23 meet the goal. I just wanted you guys to kind
24 of elaborate a little bit more on making sure



1 that the goal is met and things like that.

2 MR. KOVACS: The goal has to be
3 met. We have our own audit, DBE offices right
4 on this floor that will ensure, once these
5 come in, our bids come in, they're all checked
6 with DBE. So if there's anything not there,
7 they're going to let the vendor know. It can
8 be higher than nine percent. But if it comes
9 in lower -- or sometimes I'll come across
10 vendors who don't put anything in there. So
11 it's all double checked.

12 So if your question is, if
13 you're just worried about making sure that the
14 goal is met, the State is going to ensure that
15 the goal is met, if that answers your
16 question.

17 MR. MORLEE: Thank you.

18 MR. KOVACS: Your welcome, sir.

19 Does anybody else have any other
20 questions regarding the project itself since
21 we're all here?

22 Is there anything that you guys
23 need to relay? Anything out of the ordinary
24 or anything you think is important?



1 MR. TUDOR: Mark Tudor,
2 Assistant Director with DelDOT.

3 This graph over here shows the
4 phase of the overall NRTC project.

5 Is that right?

6 MR. OLIVER: Yes.

7 MR. TUDOR: So there is actually
8 a contractor out there on the site, Greggo and
9 Ferrara, who is building the first phase of
10 the contract. That contract should be ending
11 some time the middle of next year. So there
12 will be some coordination with that contractor
13 in this contract.

14 MR. KOVACS: Nothing to add.
15 We're good.

16 Any questions?

17 MR. TARR: Matt Tarr with
18 Guardian Environmental Service.

19 How is the phasing going to
20 happen? Are we going to leave the existing
21 platform of service and phase this in two
22 phases?

23 MR. OLIVER: So the existing
24 platform and train station will remain



1 operational for the full duration of the
2 construction phase and the building
3 construction phase.

4 Once the building is
5 constructed, pedestrians and passengers will
6 have access to the building to use the
7 facilities, possibly, I guess, purchase
8 tickets. But there will be no direct access
9 to the new platform until the third contract
10 which is further down the road.

11 So the building will be kind of
12 a free-standing structure. But access to the
13 existing platform will need to remain
14 operational.

15 MR. KOVACS: Does anybody else
16 have any questions?

17 Because it's a building, like I
18 said earlier, we need to come up with a
19 listing of our subcontractor categories. Once
20 we come up with a listing, what I will do is,
21 I'll print it on the web and you guys can go
22 out there and you'll grab it. You'll fill
23 that out, and then you will submit that with
24 your bid.



1 I just want to remind everyone,
2 whatever categories we come up with, usually
3 it's the name and the address. Just fill out
4 the information that you have to fill out,
5 those two items. Don't add anything. Don't
6 delete anything. That form cannot be altered
7 in any way.

8 Also as a reminder, the prime
9 needs to submit your Affidavit for drug
10 testing, like I stated earlier. But any
11 subcontractors that we list have to as well.
12 So they'll have to fill that out, get it to
13 you, and then you'll have to submit those with
14 the bid as well.

15 Does everybody understand that?
16 So not only are you, as the prime, submitting
17 your drug testing form, any subcontractors
18 will have to, through you, submit them as
19 well. They all have to be part of your bid
20 package.

21 So with that being said, does
22 anybody out there want to add a subcontractor
23 category to this project? Or do you want no
24 categories, whether it's roofing? I mean,



1 generally, you don't want a lot. It's up to
2 you guys. But I would think generally, in my
3 experience, most people don't want a lot of
4 categories.

5 MR. MORLEE: Lueve. Apex
6 Petroleum. Since I'm the only fuel guy here,
7 let's just add fuel in.

8 MR. KOVACS: I can't add a fuel
9 category as a subcontractor. But whether it's
10 roofing or electrical, I don't know. Maybe.
11 Like I said, it's up to you guys. It has to
12 be a consensus whether you select a category.
13 Or if you decide as a group, I don't want any.
14 Or if you just don't want to say anything,
15 then it will be at the Department's
16 discretion.

17 So does anybody have any --

18 MR. TARR: Concrete structural
19 steel.

20 COURT REPORTER: Name again,
21 sir.

22 MR. TARR: Matt Tarr with
23 Guardian Environmental.

24 MR. KOVACS: You said concrete?



1 MR. TARR: Structural concrete.

2 MR. KOVACS: You want structural
3 concrete.

4 MR. TARR: Yes.

5 MR. KOVACS: Does everybody
6 agree with that, or no? It has to be a
7 consensus with you guys. Give me something.
8 Yes. No. Nobody cares. Or if you don't want
9 it, say I rather not have it on there. That's
10 okay, too.

11 MR. HEROLD: This is Bill from
12 Kimball.

13 If you're going to put the
14 categories in, they've got to be distinct. Do
15 you know what I mean? You may have multiple
16 concrete subs. I mean, defining them
17 specifically, as opposed to just structural,
18 would be my recommendation, or not at all.

19 Can I ask one more question?

20 MR. KOVACS: Sure.

21 MR. HEROLD: I apologize for
22 being late.

23 Was there any conversation about
24 sub performance requirements on the project?



1 MR. KOVACS: Are you talking
2 about DBE?

3 MR. HEROLD: No. Self
4 performing any portion of the work?

5 MR. KOVACS: As a subcontractor?

6 MR. HEROLD: Yes. For the
7 general.

8 Does the prime have to self
9 perform any portion as a percentage?

10 MR. KOVACS: Are you talking
11 about the 50 percent?

12 MR. HEROLD: Yes. Is that in
13 this contract?

14 MR. KOVACS: It is.
15 Fifty percent of the work. Are you just
16 asking if it's in there?

17 MR. HEROLD: Yes.

18 MR. KOVACS: Yes, sir.

19 Does everybody agree with that?
20 What you do you guys want to do?

21 MR. THOMPSON: My name is Greg
22 with Conventional Builders. Fifty percent is
23 a real high number. Can we get it down to
24 around ten?



1 MR. KOVACS: What we can do is
2 review it. And then I have to put an addendum
3 out anyway. So I'm going to add that to my
4 addendum. I'm going to try to get it out by
5 the end of the week. So I'll get with the
6 project manager and some other people from the
7 Department. It will get reviewed and I will
8 put it in the addendum. It will either stay
9 at 50, or they'll come up with the figure.
10 But either way, I'll put it in there for
11 everyone to see.

12 It sounds like we don't really
13 have a consensus here. So we'll move it on.
14 I'll let the Department figure it out, unless
15 you have a burning desire, sir, right there.

16 MR. TARR: No.

17 MR. HEROLD: Bill from Kimball.

18 If the Department has no
19 preference, I would certainly move to have
20 none. And I've shared this in previous
21 meetings. But it's a paperwork issue as much
22 as anything when you close the bids.

23 MR. KOVACS: Right. I got you.
24 I understand.



1 Does everybody want to do that?
2 Do we want to have none? Does that sound good
3 to everybody? If that's okay. Everyone is
4 good. Is there anybody not good with that?
5 None it is.

6 All right. That's all I have.
7 Is there anything else?

8 MR. DAMTOFT: No.

9 MR. TUDOR: No.

10 MR. KOVACS: Any last questions?

11 All right. Thanks for coming. I appreciate
12 it.

13 This concludes our meeting.
14 Please make sure you sign in on my sign-in
15 sheet before you leave, I would appreciate it.
16 Thank you very much.

17 (The Pre-Bid Meeting was
18 concluded at, approximately, 3:45 p.m.)

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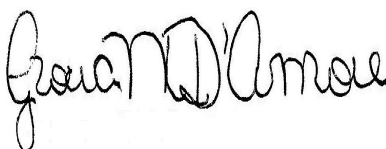
1 State of Delaware:

2 New Castle County:

3
4 CERTIFICATE OF REPORTER

5
6 I, Gloria M. D'Amore, Registered
7 Professional Reporter and Notary Public, do
8 hereby certify that the foregoing record,
9 Pages 1 to 17 inclusive, is a true and
10 accurate transcript of my stenographic notes
11 taken on Tuesday, September 19, 2017, in the
12 above-captioned matter.

13 IN WITNESS WHEREOF, I have hereunto set
14 my hand and seal this 19th day of September,
15 2017, at Wilmington, Delaware.

16
17 

18
19 _____
20 GLORIA M. D'AMORE, RPR



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